



MOVING IN THE SPIRIT SENIOR DIRECTOR OF ADVANCEMENT JOB POSTING

Moving in the Spirit is an award-winning creative youth development program. We use the discipline of dance to help children and teens develop the social, emotional, and cognitive skills they need to thrive.

Position: Senior Director of Advancement

Position classification: Full-time

Staff reporting to this position: Grants Manager, Development Manager, and Director of Marketing & Communications

Work Week: Monday-Friday; 40 hours/week; Hybrid schedule; Occasional evening and weekend availability

Annual Salary: \$95,000-\$125,000

Anticipated hire date: November/December 2025

To apply please submit a **cover letter, resume, and 3 professional references** to hr@movinginthespirit.org by Friday, October 17, 2025. Incomplete submissions will not be considered.

Position Summary

Acts as the lead fundraiser for the organization, dedicating substantial time to cultivating relationships with donors, partners, and prospects. Represents Moving in the Spirit in public settings to secure major and transformational gifts. Oversees fundraising and public engagement efforts, with a primary focus on cultivating, soliciting, and stewarding a portfolio of donors, shaping donor strategy, and guiding the team in development, communications, and brand management.

Essential Duties

1. Accountable for achieving the annual income budget.
 - Partner with the Executive Director and Development Committee to develop and execute strategies and secure gifts to meet the operational income budget.
2. Provide leadership and direction of a comprehensive fundraising program, including annual giving, corporate and foundation relations and grants, major gifts and planned giving, capital campaigns, and alumni and constituent relations efforts.
3. Develop, oversee, and evaluate fundraising strategies, plans, and donor relationships, including donor recognition and stewardship.
4. Prepare and present an annual development plan for achieving specific goals to the Executive Director and Board of Directors.
5. Collaborate with staff to oversee and manage all aspects of the organization's grant writing program, including prospect research, proposal development, submission, and reporting.
6. Coordinate and ensure timely, accurate, and professional responses to donor concerns, requests, and contributions.
7. Develop and maintain relationships with major donors, foundations, alumni, and corporate funders.
8. Work with the Executive Director and Development Committee to reach fundraising goals and identify, cultivate, and solicit new individual and corporate funding prospects.
9. Act as an integral partner in the design and execution of the organization's strategic plan, working in close collaboration with the Executive Director, senior staff, and external consultants to ensure effective implementation and impact.
 - Monitor industry trends and assess opportunities to strengthen the organization's position and impact.

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- Develop comprehensive business cases for expansion, including feasibility studies, risk assessments, and resource needs.
 - Build relationships with stakeholders, partners, and funders to support growth initiatives.
10. Serves as a strategic partner with the Director of Marketing and Communications, ensuring the integration of marketing and communications efforts leads to fundraising goals being met and elevated.
11. Oversee the development and execution of messaging and brand strategies to ensure alignment with the organization's overarching strategic goals.
12. Maintain an up-to-date level of knowledge on best practices in non-profit fundraising, especially in compliance and disclosure requirements and regulations.

Qualifications

Education and Experience:

- Bachelor's degree in Nonprofit Management, Business Administration, Communications, Marketing, or a related field preferred; Master's degree is a plus.
- Minimum of 7–10 years of progressive fundraising and development experience, with a proven record of securing major gifts, corporate sponsorships, and foundation grants.
- 5 years of leadership (i.e., team building, collaboration, etc.) and supervisory experience.
- Experience leading comprehensive fundraising programs, including annual giving, major gifts, planned giving, capital campaigns, and alumni/constituent relations.
- Previous leadership experience working directly with executive leadership teams and boards of directors.

Skills and Knowledge:

- Expertise in fundraising best practices, donor stewardship, and nonprofit compliance and disclosure regulations.
- Exceptional relationship-building skills, with the ability to cultivate and maintain partnerships with major donors, corporate partners, foundations, and alumni networks.
- Proficiency with fundraising CRM systems (e.g., Blackbaud, or similar platforms).
- Financial literacy with the ability to develop and manage departmental budgets and contribute to organizational financial planning.

Personal Attributes:

- Highly strategic, innovative, and results-driven.
- Excellent written, verbal, and presentation communication skills.
- Strong leadership and team-building skills, with the ability to mentor staff and engage volunteers and board members.
- Collaborative spirit with the ability to work closely with marketing and communications teams to enhance donor messaging.
- Commitment to ongoing professional development and participation in industry networking opportunities.

Preferred Qualifications:

- CFRE (Certified Fundraising Executive) certification.
- Experience successfully navigating organizations through significant growth initiatives.
- Knowledge of the Atlanta nonprofit sector.